

Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker

Major General Frances C. Wilson
US Marine Corps

Thursday, May 27, 2004

7:30 am - 4:00 pm

Central Missouri State University
Warrensburg, MO
University Union Building
Room 234B

Parking available in Lot M

In Cooperation with:



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This publication has been developed by the Missouri SBDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at Central Missouri State University (CMSU). The year 2004 marks the 16th edition of this event—a tradition aimed at enhancing economic development by improving access to information for Missouri's small business firms.

We are fortunate to have a distinguished group assembled at CMSU to facilitate small business development in the Show Me State. The list of representatives from both industry and government is indeed impressive. We are especially grateful to have with us two special representatives from the U.S. government. MG Frances Wilson, USMC, will provide us with an outstanding keynote lunch speech, and RDML (Sel) Martin Brown, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential government contractors.

All told, the 2004 conference is sure to be the best ever. Please join us at CMSU and join me in giving a warm Missouri welcome to MG Wilson and RDML (Sel) Brown.

Ike Skelton, M.C.

CONGRESSMAN IKE SKELTON

Congressman Skelton is the Ranking Democratic Member of the House Armed Services Committee and serves as a member of the Tactical Air and Land Forces Subcommittee, which is responsible for most Army and Air Force acquisition programs, all Navy and Marine Corps aviation programs, National Guard and Army and Air Force reserve modernization efforts, and ammunition programs. As a former member of the Small Business Committee, Mr. Skelton was chairman of the Subcommittee on Procurement, Tourism, and Rural Development.



Mr. Skelton, a native of Lexington, is a graduate of Wentworth Military Academy and the University of Missouri, where he earned A.B. and LL.B. degrees.

MG FRANCES C. WILSON, USMC

MG Wilson currently serves as the Commandant, Industrial College of the Armed Forces, which is located at National Defense University at Fort McNair, Washington, DC. As Commandant, General Wilson oversees the most diverse student body of all senior-level service schools, which graduates over 300 students each year.

General Wilson was commissioned a Second Lieutenant in November 1972. Following air traffic control school, she served at Marine Corps Air Stations, Yuma, AZ, and Kaneohe, HI. She has taught and studied at Quantico, VA, and Parris Island, SC, and was stationed at Okinawa, Japan. General Wilson, who was also assigned to the U.S. Naval Academy and Marine Corps Headquarters, later commanded the Fourth Recruit Training Battalion at the Marine Corps Recruit Depot in Parris Island, SC. The General also completed a Federal Executive Fellowship at Brookings, was assigned to the Marine Pacific Forces Headquarters, worked on the Joint Staff, and served as Commanding General, Marine Corps Base, Quantico. She also served as the Commanding General, Third Force Service Support Group, and as the Director, Personnel Management Division at Marine Corps Headquarters.

General Wilson holds a Bachelor of Science degree in social sciences from Michigan State University, a Master of Arts in Education from Pepperdine University, a Master of Arts in psychology from the University of Northern Colorado, a Master of Science in business management from Salve Regina College, a Master of Arts in National Security and Strategic Studies from the Naval War College, and a Doctor of Education from the University of Southern California.



RDML (Sel) MARTIN T. BROWN SUPPLY CORPS, U.S. NAVY

RDML (Sel) Brown is the Deputy Assistant Secretary of the Navy (Research, Development, and Acquisition). In this position, he advises the Navy's Senior Acquisition Executive on business matters concerning the Navy and Marine Corps programs and provides policy and oversight for the Navy's procurement system, which comprises over 600 activities conducting approximately two million transaction annually worth more than \$40 billion. Admiral (Sel) Brown also serves as the Competition Advocate General of the Navy, ensuring that the Navy and Marine Corps maximize competition.



Admiral (Sel) Brown received his commission through the NROTC program from Notre Dame in 1977. He received his MBA in Finance and Public Management from UCLA in 1986.

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Agenda

- 7:30 Registration — Room 234B
Coffee and Donuts with Ike Skelton
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors/National Anthem Room 240
Whiteman AFB Color Guard
- 8:40 Welcome & Introduction of Rep. Ike Skelton
by Dr. Bobby Patton, President, CMSU
- 8:45 Comments
Rep. Ike Skelton, 4th District
- 9:00 Successful Government Contractor
*Karen Davies, President,
Alliant Lake City Small Caliber Ammunition
Company, LLC*
- 9:10 Administrative Announcements
- 9:30 Government Procurement, Rm 237A and B
*RADM (Sel) Martin J. Brown
Supply Corps, U.S. Navy*
- 10:45 Exhibits Open
- 11:55 Exhibits Close
- 12:00 Luncheon: Barbeque brisket with cole slaw,
steak fries, and cake

Luncheon Speaker:
Major General Frances C. Wilson
U.S. Marine Corps

1:00 - 3:00 Exhibits Open

TRACK I: Selling to the Government
1:00 - 2:30 Selling to the Government, Writing
Winning Proposals
2:45-4:00 CONTINUE

TRACK II: How to Get a GSA Contract

1:00 - 2:30 Learn the steps in winning a GSA contract

2:45 - 4:00 REPEAT

TRACK III: Service Disabled Veteran-Owned, Small Business Program

1:00 - 2:30 The government has established goals for service disabled veterans to receive contracts

2:45 - 4:00 REPEAT

TRACK IV: Contract Pricing and Estimating

1:00 - 2:30 Valuable steps necessary in pricing your products and services

2:45 - 4:00 REPEAT

TRACK V: Funding Your Business—Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)

1:00 - 2:30 Innovation Research/Small Business Technology Transfer (SBIR/STTR)

2:45 - 4:00 CONTINUE

TRACK VI: SBA Contracting Programs—PRO-Net, SDB Certification and HUBZone Programs

1:00 - 2:30 PRO-Net, SDB Certifications and HUBZone programs

2:45 - 4:00 **Base and Post Contracting Issues**
Paperless Contracting, Micro Purchases (credit card), Central Contractor Registration (CCR), and Contractors Past Performance)

TRACK VII: SBA Financial Assistance

1:00 - 2:30 It's not rocket science! Learn how the SBA financial assistance programs can help you start or grow your business—application procedures, credit criteria, and access to capital

2:45 - 4:00 CONTINUE

TRACK VIII: Financing Your Business

1:00 - 2:30 How to finance your business from start-up through ongoing operation

2:45 - 4:00 CONTINUE

TRACK IX: Business Plan

- 1:00 - 2:30 Learn how to create a document to secure financing and guide your business operation
- 2:45 - 4:00 CONTINUE

The following exhibitors exhibited at last year's conference. For this 2004 conference, 189 government buying offices and 307 contractors have been invited.

Government

Whiteman Air Force Base; CMSU Purchasing; Defense Logistics Agency, Ft. Belvoir; Department of Interior, Environmental Protection Agency; Fort Leavenworth; Fort Leonard Wood; General Services Administration; HQ AMC/LGC, Scott AFB; Marine Corps Regional Contracting Office; Metropolitan Community College; Missouri Department of Natural Resources; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business Development Centers; MoFast, NASA-Glenn Research Center; Office of Homeland Security; Small Business Administration; Social Security; US Army-TACOM; US Army Corps of Engineers; US Department of Ag; US Department of Commerce; US Department of Veterans Affairs; VA Leavenworth

Contractors

Alliant Lake City Small Caliber Ammunition Co.; Black & Veatch; Centennial Contractors Enterprise, Inc.; EnerSys, Inc.; Engel Industries; Eygon Enterprises; Fuel Preporators; General Dynamics; GEHA; Haldex Brake Systems; Honeywell-US DOE; HRI; HTNB; IBS Industries; J.S.I., LLC, Kontek Industries; MAR Manufacturing; Mid.Tec Corp of St. Louis; Mid Missouri Cellular; Midwest Research Institute; Missouri Information Solutions; Mobile Hydraulics, Northrup Grumman Corp.; Ocean Shipholdings, Inc.; Percy's High Performance; Production Products, Rust Constructors; The ARK Enterprises, The Boeing Co.; The Rehabilitaiton Institute; TRA-LOR-MATE, Wornall Secure Business Solutions; X-Com, Inc.

Name: _____

Title: _____

Business Name: _____

Address: _____

City/State/Zip: _____

Telephone: () _____

E-mail: _____

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$49 no later than May 20, 2004.

Please indicate breakout sessions you plan to attend:

Track I _____	Track II _____	Track III _____
Track IV _____	Track V _____	Track VI _____
Track VII _____	Track VIII _____	Track IX _____

You may register for the Rep. Ike Skelton conference by:

Mailing this form (or)

Going on-line at www.missouribusiness.net/ptac or

www.cmsu.edu/sbdc

Make check payable to Small Business Dev. Center.

Mail to:

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Central Missouri State University

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